



D/R
DESIGNED REALTY

BUYER *Resource Guide*



THE PROCESS

1

PARTNER WITH A BROKER

By partnering with me, you will receive local insight and I will provide information about the area. Find a broker you trust and stick with them. If you are working with multiple brokers, none of them are working for you.

2

GET PRE-APPROVED

By getting pre-approved, you can understand what you can afford and determine your mortgage payment. There are different loan programs out there and your broker can help connect you with a lender.

3

FIND YOUR NEW HOME

Begin by comparing homes and neighborhoods to start narrowing down your search. Let's go look at homes to see what you like and don't like! From there, we can focus on your favorites to find your next home.

4

MAKE AN OFFER

After using comparative market analysis strategies, we will guide you on terms and pricing as we write your offer. In a competitive market, you may not be the only one bidding and we will want to stand out. I will help you understand the strategies to get the best price for your home.

5

UNDER CONTRACT

Once we are under contract, we will proceed with home inspections, appraisals, securing your loan, and preparing for closing day. There are many moving parts during this period and we will help you stay on track.

6

BEFORE YOU CLOSE

Get organized before the big closing day. You'll want to transfer funds, reserve a moving company for your move in date, set up utilities and more. We will be right by your side through this process.

7

CLOSING DAY

Escrow will reach out to you within a few days before closing to arrange your signing appointment. In Washington, you sign your closing documents before the actual closing day. On closing day, we will meet at the property to hand you your keys once those documents have been recorded with the county.

FINANCING

HOME LOANS AT A GLANCE



1. APPLICATION

Prepare your financial documentation below.



2. PRE-APPROVAL

A pre-approval letter strengthens your offer.



3. APPRAISAL

A home appraisal ensures the value is in line.



4. PROCESSING

Your loan will begin processing.



5. UNDERWRITING

Your loan goes through underwriting.



6. APPROVED

You're cleared to close on your new home!

DOCUMENTS TO PREPARE

- ☐ A month's worth of your recent pay stubs
- ☐ Copies of your federal tax returns and W-2's from the last two years
- ☐ The names and addresses of your employers over the last two years
- ☐ Last three months of bank statements
- ☐ A copy of your real estate agreement
- ☐ The names and addresses of your landlords over the past two years
- ☐ Divorce/separation decree & child support papers
- ☐ Bankruptcy, discharge of bankruptcy papers



Found a Home You Love? Get Pre-Approved Before Someone Else Does.

Homes on Zillow move fast. Getting pre-approved with Zillow Home Loans helps you understand your budget and shows sellers you're a serious buyer.

Why Get Pre-Approved?

- ✓ Know your true buying power
- ✓ Submit stronger offers
- ✓ Be ready when the right home hits the market
- ✓ Quick and simple online application

Scan the QR Code to Apply in Minutes



FINANCING

your home



DO

- ✓ Notify your lender of any address change, whether it's your home address or another listed on your application
- ✓ Notify your lender of any salary or wage changes
- ✓ Be prepared to provide proof of significant bank deposits
- ✓ Acquire homeowner's insurance immediately after going under contract
- ✓ Keep all forms of debt paid and in check



DO NOT

- ✗ Make large purchases using existing credit without first talking to your lender
- ✗ Apply for or acquire any additional lines of credit
- ✗ Pay off, transfer, or close credit balances unless your lender instructs you to do so
- ✗ Change jobs without first talking to your lender
- ✗ Co-sign for another person seeking to obtain a line of credit or to make a purchase
- ✗ Pay off collections before conferring with your lender

PREFERRED PARTNERS



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FINANCIAL

Checklist

CLOSING COSTS

Closing fees include things like the cost of escrow, title insurance, property taxes and lender origination fees.

DOWN PAYMENT

Your down payment is the money you pay at closing. It's the difference between your mortgage amount and the purchase price of your home.

EARNEST MONEY

Earnest money is an upfront deposit that gets applied to your down payment or closing costs. Think of it like a good faith security deposit.

APPLIANCES/FURNISHINGS

When budgeting for your new home, consider the cost for appliances and furnishes that you will want to purchase upon closing.

INSURANCE

Hazard insurance protects your home from natural disasters or hazards. It's usually a requirement when qualifying for a mortgage. These hazards may include fires, severe storms, hail, sleet or other natural events

MAINTENANCE

At any point in your can reach out to your broker or reference our preferred vendors list.

PROPERTY TAX

Taxes are owed twice a year, but in most cases your lender will collect through your monthly mortgage payment. Your local county assesses your home's value annually and apply a taxation rate to determine the amount owed.



MY PROMISE TO YOU

From the day you partner with me, and even past the day you step foot in your new home, consider me your dedicated real estate adviser.

Whatever you need, I have the resources and expertise to guide your decisions. Throughout your transaction, you can come to me for both the little things and the important steps, like comprehensive home insurance and competitive financing - I have the inside edge on both.

After your purchase, ask me to recommend fully vetted contractors or about how you can care for your home. Further down the road, should you ever want to sell, I'll be your trusted point person.

You'll always have my number, and I'll always be ready to spring into action; just say the word!

Signature _____

TO BE:
Ethical
Curious
Knowledgeable
Prompt
Thorough
Reliable

TO DISPLAY:
Care
Expertise
Commitment
Enthusiasm
Professionalism

BE WILLING TO:
Understand
Create Solutions
Accommodate
Invest
Be Bold
Work Together

CLIENT *Reviews*

SELLER - MONROE, WA



"By far the best around!!! Incredibly knowledgeable, either buying or selling I highly, highly recommend! Not only are they professional but personal as well."

BUYER - KIRKLAND, WA



"Friendly team members! Very knowledgeable, helpful and understanding. They work fast and make sure you are getting what you want from your home. They were there every step of the way for me buying my first home. They made it easy and comfortable for me, and I am very grateful to have them on my side. Highly recommended!"

SELLER - SEATTLE, WA



"This three person team was a godsend during our house sale. Don't think we could have gotten through it without them!"

Efficient, responsive and highly effective, and always available. Very easy to work with - they saved me countless hours and did all the grunt work for me! And, got me a great price for our house. I would heartily recommend them to anyone thinking about selling/buying a home. Simply fantastic company!"

BUYER / SELLER - SNOHOMISH, WA



"If you are looking for someone to sell your home OR for someone to find that perfect home for you and your family, Designed Realty will meet and exceed all your expectations! Why you ask??"

First, they are knowledgeable in all aspects of the business from listing and selling to negotiations and closings. They listen to YOUR needs and go above and beyond to meet them.

They are there for you 24/7...and I mean 24/7!! I have texted them well into the evening hours and had a response within minutes. I have emailed them early morning and again, a response in minutes. So if you want an agent who works tirelessly for you, is honest, knows the business and can get things done, call Designed Reality...you will not be disappointed.

We have been working with them for over 5 years buying and selling flip houses and have never been disappointed...only impressed!"

Thank you for taking the time to explore your options in the real estate market. It's a journey with many choices, and deciding who to trust with your real estate needs is no small task.

At Designed Realty, we understand this and appreciate the opportunity to share our unique approach with you.

In the world of real estate, most brokers are independent contractors, each running their own small business. Typically, this means a significant part of their time is spent on generating new business - focusing on sales rather than dedicating their time to serving clients.

Sarah and I believe there's a better way to do things.

We founded Designed Realty with a distinct philosophy in mind: our brokers should spend their time with you, not on sales. Our model is all about supporting our brokers behind the scenes, giving them the freedom to focus fully on their clients - on you.

Here's how we make this happen:

Exclusive Partnership with Zillow: Our close partnership with Zillow provides our brokers with a consistent introduction to new homebuyers, shifting their focus from traditional sales tactics to actual real estate services.

In-Depth Training and Expertise: We ensure our brokers are well-versed in the nuances of real estate, from property details to transaction processes and contract specifics, empowering them to offer you informed and reliable guidance.

Comprehensive Listing and Staging Support: We equip our brokers with in-house staging and listing coordination services, taking the burden of these tasks off their shoulders, allowing them to concentrate on what's important - your needs.

Culture of Learning and Growth: Our environment is one of education and curiosity, encouraging our brokers to constantly learn and stay updated on market trends and financing options, which in turn benefits you as our client.

Accessible Resources Without Extra Cost: Our brokers enjoy the use of our offices, administrative support, and managing brokers without the usual fees, ensuring they can work in the most effective environment for them, and ultimately, for you.

Our brokers are true professionals, committed not just to their craft but to providing exceptional service to each client. We encourage you to engage with them, ask questions, and test their knowledge and commitment. We are confident that you will find our brokers to be among the best in the business.

Selecting the right broker is an essential step in your real estate journey. At Designed Realty, we are committed to ensuring that this journey is successful, satisfying, and tailored to your unique needs.

Warm regards,



Kevin Sarbora
Founder



REAL ESTATE TERMS

Here is a list of the real estate terms that you may hear. Read over these so you are familiar and always in the know when discussions are being held with other parties and professionals.

BROKER / AGENT

You will hear both terms. Both refer to your real estate broker/agent. We all hold "Broker" licenses through Washington State. When you hire us, we become an "Agent" for you.

DOWN PAYMENT

A cash payment of a percentage of the sales price of the home that buyers pay at closing. Different lenders and loan programs require various down payment amounts such as 3 percent, 5 percent, or 20 percent of the purchase price.

L.P.O

A LPO is licensed to select, prepare, and complete approved documents for use in closing a loan, extension of credit, sale, or other transfer of real or personal property. In a home purchase, an LPO takes money from a buyer and a deed from a seller, makes sure everything is legal and appropriate, and then exchanges the money for the deed.

EARNEST MONEY DEPOSIT

Earnest money is a dollar amount buyers put into an escrow account after a seller accepts their offer. Buyers do this to show the seller that they're entering a real estate transaction in good faith.

APPRAISAL

A written justification of the price paid for a property, primarily based on an analysis of comparable sales of similar homes nearby.

ENCUMBRANCE

Anything that affects or limits the fee simple title to a property, such as mortgages, leases, easements, or restrictions.

APR

APR refers to the annual percentage rate, which is the interest rate you'll pay expressed as a yearly rate averaged over the full term of the loan. APR includes lender fees in the rate, so it's usually higher than your mortgage interest rate.

EQUITY

A homeowner's financial interest in a property. Equity is the difference between the fair market value of the property and the amount still owed on its mortgage and other liens.

CLOSING COSTS

Generally 1.5 - 3 percent of the purchase price include lender fees, recording fees, transfer taxes, third-party fees such as title insurance, and prepaids and escrows such as homeowner's insurance, property taxes, and HOA fees..

DEED

The legal document conveying title to a property.

CLOSING DISCLOSURE

A document that provides an itemized listing of the funds that will be paid or disbursed at closing.

ESCROW

Putting something of value, like a deed or money, in the custody of a neutral third party until conditions are met.

APPRAISED VALUE

An opinion of a property's fair market value, based on an appraiser's knowledge, experience, and analysis of the property. Since an appraisal is based primarily on comparable sales, and the most recent sale is the one on the property in question, the appraisal usually com

HOMEOWNER'S INSURANCE

Insurance that provides you with property and liability protection for your property and family from damages from a natural disaster or accident. Lenders usually require borrowers to buy homeowner's insurance.

HOME WARRANTY

A contract between a homeowner and a home warranty company that provides for discounted repair and replacement service on a home's major components, such as the furnace, air conditioning, plumbing, and electrical systems.

LENDER FEES

Part of the closing costs of a home purchase and may include an application fee, attorney fees, and recording fees. The lender's underwriting or origination fee is usually 1 percent of the loan amount.

LOAN TYPES

Mortgages have different terms ranging from 10 to 30 years and are available with fixed or adjustable interest rates. Your lender can discuss down payment, insurance, credit requirements, and other specifics of various loan types.

MONTHLY DEBT

The minimum payment on credit card debt; auto, student, and personal loan payments; and alimony or child support. Rent or mortgage for a property that you will pay after your home purchase must also be included.

HOMEOWNERS ASSOCIATION FEE (HOA)

A fee required when you buy a home located within a community with an HOA that typically pays for maintenance and improvements of common areas and may include the use of amenities.

PROPERTY TAXES

Typically imposed by local governments on real property including residential real estate. The tax rate can change annually, and the assessed value of your property is usually recalculated annually.

MORTGAGE

A loan from a bank, credit union, or other financial institution that relies on real estate for collateral. The bank provides money to buy the property, and the borrower agrees to monthly payments until the loan is fully repaid.

MORTGAGE INSURANCE

Insurance that protects the lender and repays part of the loan if the borrower defaults and the loan can't be fully repaid by a foreclosure sale. Usually required on loans with less than a 20 percent down payment.

PREPAIDS

Prepays are expenses paid at the closing for bills that are not technically due yet, such as property taxes, homeowner's insurance, mortgage insurance, and HOA fees.

THIRD PARTY FEES

Any closing costs charged by someone other than your lender, typically including fees for an appraisal, a property survey, a title search, owner's and lender's title insurance, and sometimes an attorney.





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